

TRADE  
DEVELOPMENT  
ALLIANCE  
*of*  
GREATER  
SEATTLE

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## Now More Than Ever Partners for Prosperity

*Letter from Trade Alliance Chair  
David Tang*

All for one and one for all said the Three Musketeers who with D'Artagnan went to four. More than ten years ago, the three musketeers of the Greater Seattle Chamber of Commerce, Port of Seattle and organized labor adopted the same thought when promoting the region for international trade. They realized there was power in partnership and formed the Trade Development Alliance of Greater Seattle. They understood that to promote our region's business interests to international markets, one organization for the region was needed.

In fact, like the three musketeers, the Trade Alliance partnership has grown over the years. The Chamber, Port of Seattle and organized labor formed the Trade Alliance with the City of Seattle and King County as part of the original partnership. Over the years representatives from Snohomish County, the City of Everett and the Port of Tacoma joined the partnership. Today the Trade Alliance is one of only four organizations with representation from the three counties of

## The Science Region

*Greater Seattle is Center of  
Research and Development*

Many cities have technology parks. A few cities claim to be science cities. Greater Seattle is a science region. Home to some of the most important research institutions in the world, Greater Seattle's companies, organizations and universities provide the expertise that developed the region's high technology economy.

A world-class research community extends throughout the region in a host of disciplines. Research is conducted in fields, from information technology, aerospace, biotechnology and medicine to emerging areas such as nanotechnology, photonics and genomics.

Since 1980, the state's research institutions have attracted nearly \$19 billion into the state, \$1.4 billion in 2001 alone. Washington had the highest growth rate in the United States in research and development expenditures between 1987 and 1997, placing it among the states with the most active research communities.

One of the many things the Trade Alliance has learned on our overseas business, trade and study missions is that high technology economies

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Snohomish, King and Pierce.

This is vitally important to promoting the Greater Seattle region for trade and business to international markets. A Japanese investor, German business person and Peruvian import/export company neither know nor care that the King county line is at 205th in the north and 246th in the south. They look at the Greater Seattle region for what it is--one economic unit.

The reasons for establishing the Trade Alliance 11 years ago are if anything more important today. The original partners recognized it was important to promote the region's business interests. They also understood how critical international trade and business are to the region. Fi-

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**Today, in a more challenging economic period, economic development is even more important.**

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nally, the partners knew it was financially prudent to work together.

Today, in a more challenging economic period, economic development is even more important. The region is more closely tied to the international economy than it was in 1991. In challenging budget times for both companies and public entities, pooling international economic development resources is the most effective way to achieve economic development.

The Trade Alliance promotes this economic region and its assets to targeted international markets. We do this through trade and business missions overseas, recruiting and assisting delegations to our region and producing information and materials on the region.

The organization has crafted themes that we want to present to the world so that our region speaks with one voice. You will find these themes in all of our information materials, from brochures to our web site, to industry papers to

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## **Trade Alliance Board of Directors**

**CHAIR:** David Tang, Partner, Preston Gates & Ellis

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Stanley Savage, Pres & CEO, The Commerce Bank

Ron Savage, Pres. & CEO, Neuvant Aerospace Corporation

The Hon. Ron Sims, King County Executive

The Hon. Peter Steinbrueck, Seattle City Council President

The Hon. Peter von Reichbauer, Met. King County Council

## *Tang, continued from page 2*

this newsletter. In addition, we have created a graphics package so that the world recognizes in an instant information from the Greater Seattle region. This package is used in other organization's materials as well, such as the City of Seattle's Datasheet, so that we consistently brand Greater Seattle to the world.

Because our Board has representation from all three counties, we are able to draw on the resources of Snohomish, King and Pierce counties

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**Because our Board has representation from all three counties, we are able to draw on the resources of Snohomish, King and Pierce counties in directing or assisting international business people to resources throughout the region.**

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in directing or assisting international business people to resources throughout the region. When the Trade Alliance works with visiting delegations, it ensures that the international business people connect with more than downtown and with small and medium size businesses throughout the region.

In addition, the Trade Alliance is unique in that its partnership draws on government, business and labor. Large companies such as Boeing and Microsoft are on the Board as are smaller businesses but so too are county and city councilmembers, mayors and port officials.

At a time when regions are working harder to grow their economies, partnerships like the Trade Alliance are even more important. In Washington state, one in every three jobs is dependent on international trade. That adds up to some \$70 billion in economic activity in Washington that is tied to international trade. A large part of this is in the Greater Seattle area.

At the same time we are in an increasingly competitive global economy. Other regions

around the United States and around the world are working to attract the same industries we are and that are currently strengths of Greater Seattle such as biotech and information technology. They are working to tap new international markets and expand existing ones. Places like Barcelona bring their business, government, labor and other leaders around one table to reach consensus on economic strategies. The Trade Alliance partner-

### The Trade Alliance Partnership



ship is one of the places in our region where stakeholders can come together to promote our economic prosperity.

The Trade Alliance through its unique partnership promotes the whole package that is the Greater Seattle region--the world class companies, innovative entrepreneurship, the University of Washington and other research centers, the high tech corridors in Snohomish County, the wired city of Tacoma and the arts, culture and outdoor activities found throughout the region.

In today's economy, companies and individuals can locate anywhere in the world. The Trade Alliance makes sure they know about the great option for living, visiting and investing here in Greater Seattle.

*David Tang is chair of the Trade Alliance and a partner at the law firm of Preston Gates & Ellis.*

around the world have at least one thing in common: major research institutions located in their regions. The science region that is Greater Seattle is no exception with the University of Washington (UW) and other major research institutions located here.

## **University of Washington**

The University of Washington is one of the preeminent research universities in the world, with over 34,000 students. The University is home to a number of Nobel Prize winners in science and medicine. It receives more federal grants and contracts than any other public university in the country, including nearly \$700 million in 2001. Recently, Bill Gates gave the University of Washington a \$70 million grant for genomics research.

In 2001, UW received 340 awards from the National Science Foundation for research projects currently underway, making it the most highly recognized institution in that year.

## **The "Hutch"**

Our region is also home to the Fred Hutchinson Cancer Research Center, one of the premier cancer care and research centers. The Hutchinson Center performs more bone-marrow and stem cell transplants than any other institution in the world, and houses the nation's largest cancer prevention research program. Fred Hutchinson Center receives more federal research funding than any other cancer center in the nation and has a research budget of \$250 million. In 2001, its President, Lee Hartwell, was awarded the Nobel Prize for Medicine.

## **Company Research**

Many of the region's companies are also conducting world-class research. Boeing Commercial Airplanes is a leader in aerospace research. In addition, Microsoft Research, the largest software research facility in the world, is located here. Twelve years ago, Microsoft was the first software company to establish a software lab. Today, the company spends more than \$5 billion in research and development annually. More than 600 researchers work on a wide range

of projects such as artificial intelligence, multimedia, quantum computing, speech recognition and image processing. Among the research developed at Microsoft is work focusing on simplifying computer usage for speakers of Asian languages.

## **Biotech is Big**

Of course, our region is one of the biotech centers of the United States. According to the Brookings Institution, Greater Seattle's research and development alliances are worth \$692 million, the fifth-largest in the United States. In addition, the region is home to more than 1,600 life scientists. Many of the nearly 170 biotechnology and medical device firms in the region are founded on technologies developed at the University of Washington, the Hutch and other research organizations found here.

But in addition to those two giants, there is much other significant biotech research being conducted in Greater Seattle. Researchers at the Benaroya Research Institute at Virginia Mason are analyzing several genes that play a role in the development of breast cancer, among other cancer related research initiatives. Benaroya is also the North American coordinating center for the National Institutes of Health Type I Diabetes

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## **Research Brochure**

As part of a series of brochures highlighting different aspects of the Greater Seattle economy, the Trade Alliance in cooperation with the Technology Alliance, has produced a draft Research Brochure. Written and researched by Nate Silverman of the Technology Alliance, the brochure highlights the breadth and depth of research conducted in Washington State. Later this month the brochure will be posted on our web site and later this year we hope to print the brochure. For a copy of the draft, contact Sam Kaplan at 206-389-7306 or [samk@seattlechamber.com](mailto:samk@seattlechamber.com)



## *Science Region, continued from page 4*

Genetics Consortium. The Seattle Biomedical Research Institute has active programs on malaria, tuberculosis, AIDS and a number of other diseases.

### **Information Technology**

In addition to the enormous amount of research coming out of Microsoft, numerous other companies and institutions are conducting cutting edge research in the field of information technology. With more than 2,000 information technology companies in Washington state, new breakthroughs are happening every day.

The University of Washington's computer science department is consistently ranked in the top ten nationally and is responsible for many research breakthroughs over the years. In 1995, UW researchers developed the Internet Softbot--the technology behind search engines. The UW is a leader in the field of computational biology, which is essential to dealing with the sequence obtained through the Human Genome Project.

Our region's schools also are developing innovative ways to teach tomorrow's researchers. Bellevue Community College's National Workforce Center for Emerging Technologies is

working to design innovative IT educational programs.

### **Emerging Technologies**

Just as Washington state researchers played crucial roles in developing the technologies that led to some of the largest and fastest growing industries over the past several decades, Washington researchers are pioneering fields whose potential is just beginning to be understood.

The UW launched the first doctoral degree program in nanotechnology in the nation. Together with Pacific Northwest National Laboratory in Richland, Washington, the UW formed a consortium of nearly 100 scientists and engineers called the Joint Institute for Nanoscience and Nanotechnology.

The National Science Foundation is investing more than \$18 million over the next five years toward the Center for Materials and Devices for Information Technology Research at the UW. This center will explore the field of photonics, the fundamental science of exploiting light. UW also has received more than \$10 million in awards from the Defense Department and substantial corporate funding for its photonics research, which could push total funding to more than \$100 million over the next decade.

Leroy Hood, internationally known for co-developing the automated DNA sequencing technology essential to the Human Genome Project, founded the Institute for Systems Biology (ISB) in Seattle, which is dedicated to predicting and preventing diseases.

As the Greater Seattle region competes in the global economy, our research institutions provide a big edge in advancing our high tech economy. Almost all of these research institutions have international connections or components. Whether it is Microsoft's research creating applications that are used for international markets, international scientists collaborating with efforts at the Hutch or defibrillators used on international airlines, our science region is having a worldwide impact.

### **A Backbone of Research Support**

One of the factors in Greater Seattle's successful high technology economy and research institutions are all the high technology support organizations located here. The Technology Alliance brings together the state's diverse high-tech sectors, research institutions and community leaders to support the continued success of technology and research in our region. In addition, sector specific organizations play a prominent role in Greater Seattle including the Washington Biotechnology and Biomedical Association ([www.wabio.com](http://www.wabio.com)), the WSA (formerly Washington Software Alliance, [www.wsa.org](http://www.wsa.org)) and the American Electronics Association ([www.aeanet.org](http://www.aeanet.org))

## New members of the Trade Alliance

### Seattle Chinese Chamber of Commerce

The Seattle Chinese Chamber of Commerce was founded in 1963 as a non-profit organization, bringing together civic, professional and business leadership from the Chinese community of Greater Seattle aiming to empower individuals, organizations and businesses within the community. The Chamber also provides its members a forum for topics ranging from community issues to advance trade and economic vitality of the State of Washington by capitalizing on members' unique connections with Asia and the Chinese American business community.

### The Pacific Institute

Founded in 1971, The Pacific Institute is an international corporation specializing in performance improvement and professional growth, change management and leadership development. The curricula taught by The Pacific Institute is present in nearly 60 countries on six continents around the world, and have been translated into 15 languages including Braille and American Sign Language. In the last three decades, over half of the FORTUNE 500 companies in North America have benefited from working with The Pacific Institute.

*For more information, or to establish your company's membership, contact "A" Boungjaktha, (206) 389-7289, neepapornb@seattlechamber.com*

## MEMBER

The Trade Alliance welcomes c  
to join our membership. Nearl  
members. For an annual fee of

- \* be included in our data bank according to your specific geographic and business interests.
- \* be informed about international business visitors and opportunities to participate in outbound trade missions to targeted international markets via our "matchmaker" program.
- \* receive reduced rates for Trade Alliance programs and marketing materials.
- \* be featured on the Seattle Business Directory and Business Trip Guide on the Trade Alliance's web site.

Welcome to our ne

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Thank you to our cu

APCO Worldwide, Inc.  
Asia Pacific Travel  
Attachmate Corporation  
Bank of America  
Benaroya Research Institute at  
Virginia Mason  
The Boeing Company  
The Commerce Bank  
Davis Wright Tremaine L.L.P.  
Denny Miller Associates  
Fred Hutchinson Cancer  
Research Center  
Hidden Heritage of Fiji & Hidden Heritage  
Dollars for Scholars  
Invest Northern Ireland (Invest NI)  
Kobe Trade Information Office  
Lane Powell Spears Lubersky LLP  
Microsoft Corporation  
Miller Nash LLP

## MEMBERSHIP

Companies and organizations  
by 200 firms are currently  
\$150 your company will:

- \* be asked to serve on ad hoc committees concerning Trade Alliance policy and planning;
- \* receive our quarterly newsletter and other regular mailings.
- \* receive free and automatic linkage from our Internet site to yours.

*For more information, or to establish your company's membership, contact "A" Boungjaktha, (206) 389-7289, neepapornb@seattlechamber.com*

**West patron member!**

**Edstrom**

**Current patron members!**

**Neuvant Aerospace Corporation**  
**Perkins Coie**  
**Philips Medical Systems**  
**Ultrasound**  
**PraterWrites**  
**Preston Gates & Ellis LLP**  
**Regal Financial Bank**  
**Rowley Enterprises, Inc.**  
**Sheraton Seattle Hotel**  
**& Towers**  
**Starbucks Coffee Company**  
**US Bank**  
**Washington First International**  
**Bank**  
**Washington Mutual, Inc.**  
**Wells Fargo HSBC Trade Bank**  
**Westin Hotel**  
**William Kastner & Gibbs PLLC**

**The Trade Alliance thanks the following who have renewed their memberships since May**

### 5+ Years with the Trade Alliance

Berger/Abam Engineers

Canadian Consulate General

Davis Wright Tremaine LLP

Denny Miller Associates

Lane Powell Spears Lubersky LLP

Madison - A Renaissance Hotel

NBBJ

Perkins Coie

Seattle Steam Company

Simburg, Ketter, Shepard & Purdy

Sound International

Taipei Economic & Cultural Office

Totem Ocean Trailer Express, Inc.

UW, Department of Global Trade,  
Transportation & Logistics

Washington State Trade & Convention Center

Washington State University,  
IMPACT Center

### 1 - 4 Years with the Trade Alliance

ELS Language Centers

Foster Pepper & Shefelman PLLC

Terabeam Corporation

Todd Pacific Shipyards Corporation

## Greater Seattle International News

### Gotta Have Heart

The Greater Seattle region is known for its health care and biomedical research. That world renown will grow with the establishment of “Seattle Heart” a planned cardio institute envisioned to become the Fred Hutchinson Cancer Research Center of cardio care and research. Earlier this year, the Washington State Legislature provided \$4 million in seed money for the new venture. Seattle developer **David Sabey** has already raised another \$3 million from private sources even before fundraising efforts have really gotten underway. The hope is to raise \$100 million over ten years for the first phase of Seattle Heart, much of which would come from the Federal Government in grants and from equipment suppliers. The new institute would be located in buildings on the Swedish Medical Center Providence campus. Swedish CEO **Richard Peterson** was the originator of the idea for Seattle Heart. Already a world leader in cancer care and biotechnology, our region will soon be a world leader in cardiac care. After all, the region is also home to the University of Washington, one of the nation’s premiere medical research institutions, and to the Fred Hutchinson Center. As an editorial said in The Seattle Times, “Think again of the Fred Hutchinson Cancer Research Center: In 28 years it has grown to 2,500 employees and revenues of \$250 million...” With Seattle Heart, Greater Seattle may soon become a center of cardio care and research just as we are now in cancer.

### Vancouver 2010

The International Olympic Committee awarded the twenty-first winter Olympic games to Vancouver, British Columbia, only a two hour drive north of Greater Seattle. The 2010 Olympic games will take place February 12-28, 2010 and will be followed by the Paralympics March 5-14. Current projections have over 2.3 million specta-

tors coming to the Northwest to watch 5,000 athletes and officials covered by 10,000 media members and assisted by 14,000 volunteers. Ice hockey, figure skating, curling and short track speed skating and the opening and closing ceremonies will take place in the City of Vancouver with the University of B.C. also hosting some hockey events. Simon Fraser University will host the speed skating events and Cypress Mountain will hold snowboarding and freestyle skiing. Alpine skiing, biathlon, cross country skiing, Nordic combined, ski jumping, bobsleigh, luge, and skeleton, and all the Paralympic events will be held at Whistler. The Pacific Northwest looks forward to hosting the world in 2010.

### Haiphong, Vietnam in Greater Seattle

Over the last few years, Haiphong, Vietnam and Seattle have been matched as partners in a pilot World Bank program to bring a developed urban region’s technical expertise to a developing one. Last month, a high level delegation from Haiphong traveled to Seattle to make further progress on the partnership. The partnership has worked on a variety of projects tasks, including technology and web site, urban planning, trade and tourism and public health. Seattle has assisted with technical advice and planning on the Haiphong web site. The Haiphong web site--[www.haiphong.gov.vn](http://www.haiphong.gov.vn)--has many similarities to those of the Trade Alliance and City of Seattle. While in Seattle, the delegation was briefed by the Port of Seattle on how they worked to revitalize the city’s waterfront property. The Port of Tacoma discussed how they cleaned up the Foss Waterway and are opening it up for public use. The delegation also toured and met with officials in Friday Harbor, at the University of Washington and with the Trade Alliance on efforts to brand the Greater Seattle region. The delegation also took in a Seattle Mariners baseball game where they saw Japanese star Ichiro hit a home run.



## 40 Years and Counting

### Washington State - Hyogo Prefecture Celebrates Sister Anniversary

Japan and Washington State have long enjoyed a close relationship. In fact, the first ship to steam into the Port of Seattle in 1896 was the Miike Maru bringing silk, tea and ginger from Japan and returning with lumber, wheat and coal. This was the beginning of a mutually prosperous relationship with Japan still being our state's number one trading partner. This month another of those ties was celebrated in a big way when the Washington state – Hyogo Prefecture sister state relationship celebrated its 40<sup>th</sup> anniversary.

To commemorate this auspicious event, the Governor of Hyogo Prefecture **Toshizou Ido** led a 200-person delegation from Japan composed of business and government leaders. The state to prefecture relationship, the oldest in the United States, was forged in 1963 by then Washington State Governor **Albert Rosellini**, to promote friendship and understanding. This forty-year link has produced numerous exchanges of business, citizens, culture, education, sports and the arts. In fact, today Japan is Washington state's largest international trading partner.

During the visit, Governor Ido met with Washington State Governor **Gary Locke** and hosted a seminar in Seattle on investing in Hyogo Prefecture. The business seminar took place at the Westin Hotel in Seattle and was organized by the Hyogo Prefecture Government, Hanshin Awaji Economic Revitalization Organization and Japan External Trade Organization. The seminar provided local businesses the opportunity to meet with some of Hyogo Prefecture's top companies. Governor Ido opened up the meeting and gave a presentation on Hyogo's business assets, including the Port of Kobe. Also making presentations at the meeting were representatives from the Kansai Electric Power Company and Mitsubishi Trade Limited.

Greater Seattle area companies had the opportunity to meet individually with

representatives from some of Japan's top companies. Some of the businesses included Mitsuboshi Boeki, a housing and construction materials importer/exporter; Nikko Oil and Fats, which produces fish oils and other fish-related

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**During the visit, Governor Ido met with Washington State Governor Gary Locke and hosted a seminar in Seattle on investing in Hyogo Prefecture**

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products; Meiko Sangyo, which produces environmental-related products; and Union Engineering which manufactures measurement equipment and sensors.

The business of baseball was also a big part of the delegation's itinerary as they attended "Kobe Day" at a Seattle Mariners baseball game. Governor Ido threw out the first pitch at the August 2 game and watched the Mariners Japanese ballplayers—**Shigetoshi Hasegawa**, **Kazuhiro Sasaki** and, of course, **Ichiro**—lead the Mariners.

Other activities that took place during the delegation's visit included performances by the Hyogo Prefectural Theater Company at Seattle Center and an international goodwill barbecue in Port Townsend. Business, culture and eating--the week had a bit of everything and continued a great 40-year relationship.

In addition to the sister state relationship, our region has six sister city relationships and two sister port relationships. Earlier this year, Seattle and Kobe celebrated the 45th anniversary of their sister city relationship, the oldest of Seattle's sisters.

## Company Profile: Hidden Heritage of Fiji

A Patron Member of the Trade Alliance

### Hidden Heritage

What is the Hidden Heritage of Fiji? Fiji has been considered by most of the world to be a Polynesian island whose constituents are Polynesian. Although the people of the eastern Fijian islands are indeed largely Polynesian, the native Fijians, who predominate in the western islands, are a dark-skinned people of Melanesian origin. While Polynesians in fact have a considerable Asian influence, Melanesians have a considerable African influence in culture, customs and physical attributes. The African heritage of native Fijians has therefore been “hidden” for many years, and is now being rediscovered and publicized in terms of culture, community, business and eco-tourism.

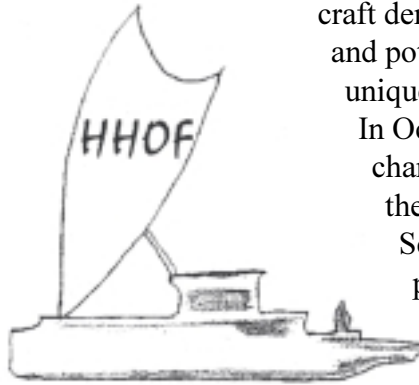
### Hidden Heritage of Fiji

Hidden Heritage of Fiji (HHOF), a non-profit indigenous cultural exchange and education program, was launched on October 10, 1998, to mark Fiji Day.

Since its inception, HHOF has had the following mission: To enhance, support, promote and preserve indigenous Fijian culture, ecology, community and enterprise through cultural exchange, eco-tourism, business enterprises, public education and publicity, educational financial assistance, and service projects.

In 1999, HHOF launched Fiji Hidden Heritage Tours, an independent tour and trading company that

specializes in ecotourism, indigenous cultural exchange, and import/export to Fiji and the South Pacific. The customized leisure, education and cultural tours introduce travelers to the “real” Fiji, focusing on history, customs and traditions of indigenous Fijian heritage in activities such as canoe trips to remote tropical rainforests, handicraft demonstrations such as mat weaving and pottery making, and excursions to unique island destinations.



In October of 2000, HHOF became a charter of Dollars for Scholars with the Hidden Heritage Dollars for Scholars program, a locally supported community scholarship foundation. The mission is to provide local Fijian community youth and others with financial assistance that will help them

fulfill their long-term career goals.

HHOF has recently become affiliated with AromaVive Essentials, a Seattle-based minority-woman owned aromatherapy and skin care products business. HHOF brings together and facilitates business enterprises between Fijian companies who will act as primary suppliers for essential

oils and other raw products native to Fiji and American companies such as AromaVive Essentials.

HHOF continues to host community and cross-cultural events. In December of 2002, HHOF presented a Traditional Fijian Welcoming Ceremony at the Garfield Community Center in Seattle, which featured 35 performing high school students from Fiji.

### About Fiji

Fiji, or Viti, officially the Republic of Fiji, is a group of 333 islands in the South Pacific. Suva is the capital. The closest major population center to Fiji is Australia.

The country's central position in the region has been strengthened by recent developments in sea and air communications. Today, Fiji plays a major role in regional affairs and is recognized as the focal point of the South Pacific.

Fiji society is a communal one with values placed high on the family unit, the village and the vanua (land). Dance, food and drink all play a large role in Fijian society.

## Company Profile: Regal Financial Bank

### A Patron Member of the Trade Alliance

Regal Financial Bank (Regal) is an independent commercial bank located in the heart of downtown Seattle's Financial District. The word "Financial" is included in the Bank's name to emphasize Regal's ability to go beyond traditional banking, delivering solutions that more fully encompass clients' needs. Regal offers its customers, both local and international, a full range of business and personal banking services, and also assists with other financial needs such as investments and insurance.



Regal Financial Bank is the first independent bank headquartered in Seattle's downtown Financial District since 1989. The Bank's offices occupy ten thousand square feet of prime space between Madison and Marion, anchoring the Third Avenue level of Seattle's newest skyscraper, the IDX Tower. This building, also known as the Fourth & Madison Financial Center,

level of service than larger banks are able to provide. When stepping into Regal Financial Bank, customers are stepping into a sophisticated business banking environment. Clients are served from seated teller areas by staff members who know the language of commerce, and know how to effectively handle a customer's account.

Regal's lending team is comprised of expert bankers with many years of experience in business, commercial and real estate lending. They can act quickly and decisively and have the ability to tailor

services to meet clients' needs. They are also highly skilled in matters involving international trade, including some of the more non-traditional programs such as receivables financing (which is an important cash flow tool for importers, wholesalers and distributors). The Bank's employees are multilingual and can converse in the native language of clients from China, Russia, Ethiopia, the Philippines, Spain, Indonesia and the Netherlands.

Regal Financial Bank is a Washington State chartered community bank with FDIC approval and is located on the web at [www.regal-bank.com](http://www.regal-bank.com).

**When stepping into Regal Financial Bank, customers are stepping into a sophisticated business banking environment.**

is fast becoming a downtown commercial hub. Regal shares this location with several other prominent companies such as Deloitte & Touche and UBS PaineWebber, as well as the law firm of Preston Gates & Ellis and IDX Systems.

From this thriving downtown base, Regal serves clients throughout the region as well as overseas. Many of the Bank's clients are small and medium-sized companies who seek a higher

*For further information about Regal Financial Bank and the many services they offer, please contact Michael Messina at 206 621 0808 or [mmessina@regal-bank.com](mailto:mmessina@regal-bank.com).*

Check out the **Patron Members of the Month** on the Trade Alliance Web Site! Each month on the front page we feature three of our fabulous Patron Members--  
[www.seattletradealliance.com](http://www.seattletradealliance.com)



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**The Trade Development Alliance of Greater Seattle** is a partnership of the **City of Seattle, Port of Seattle, Port of Tacoma, City of Everett, Metropolitan King County Government, Snohomish County, organized labor** and the **Greater Seattle Chamber of Commerce**. The Trade Alliance is dedicated to promoting this region as one of North America's premier international gateways and commercial centers. Through cooperative efforts, this coalition of public and private-sector organizations will enlist its members' unique and diverse resources to accomplish this goal.

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